



TO: California Space and Aerospace Enterprise

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RE: Supplier Innovation Initiative's Employment Training Panel Funding Opportunities

In order to compete globally, U.S. aerospace suppliers need to provide innovative solutions, continuously improve their capability, reduce costs, improve delivery, and continuously develop the skills of their workforce. Many need to incorporate design and engineering capability with production, improve quality assurance and operate collaboratively in complex dynamic supplier networks rather than in traditional stable hierarchical supply chains.

The California Space Authority, in conjunction with its sister organization the California Space Education and Workforce Institute, have been working over the past two years on the Supplier Innovation Initiative to address these challenges faced by California suppliers today.

Although there are significant challenges, many can be overcome by increasing the time and money spent on workforce and talent development, but often the costs associated with these efforts can limit a company's ability to compete.



To offset the costs associated with workforce and talent development, the State of California Employment Training Panel (ETP), provides up to \$120 million in job training funds annually to employers throughout California. ETP was founded in 1983 and has invested over a billion dollars to train California workers since inception. ETP is a funding agency - not a training agency. Businesses determine their own training needs and how best to provide the training. For more information, click [ETP Funding Opportunity](#).

In addition, ETP has established a Small Business Program that provides up to \$50,000 in training cost reimbursements for small businesses. Eligibility determination and formal proposals can usually be completed in less than a week with a short and compact contract. For more information, click [ETP Small Business Program](#)

Through the ETP program California Space Enterprise companies have the ability to access funds to train their employees to meet the demands of the 21st Century Global Economy.

The following pages include additional resources to help determine competency gaps and training requirements and/or provide training.



CAREER READINESS CERTIFICATE



The Career Readiness Certificate measures 3 basic skills and competency levels in industry scenarios – Reading for Information, Locating Information, and Applied Mathematics; correlated with 14,000 job descriptions. An optional Applied Technology assessment assesses basic electronics, mechanical, thermodynamics, fluid dynamics and problem solving skills; critical for an effective aerospace workforce. Though the assessments cannot be funded by ETP; the assessments can pinpoint gaps and required training, much of which can be funded by ETP. Limited programs are available to fund these assessments such as one offered through the El Camino College Business Training Center. For more information please visit [El Camino Community College](http://ElCaminoCommunityCollege) or contact Melanie Sharp at 310.973.3143 or msharp@elcamino.edu.

AEROSPACE EXPORT TRAINING AND ENABLER PROGRAM

The Aerospace Export Training and Enabler Program (ETEP) is offered exclusively by the El Camino College Center for International Development in collaboration with the U.S. Department of Commerce Export Assistance Centers in Los Angeles and Orange Counties, the California Space Authority, and California Manufacturing Technology Consulting. The ETEP is focused on providing assessment and training to suppliers to help them increase their global competitiveness, including International Traffic in Arms Regulations compliance; some funding is available after certain conditions. For more information contact Jim Hoffman at 310.973.3161 or jhoffman@elcamino.edu.



ENGINEERING TECHNOLOGY TRANSFER CENTER



The University of Southern California WESRAC oversees the operation of the Engineering Technology Transfer Center (ETTC), the Department of Commerce's Western Trade Adjustment and Assistance Center which is focused on helping companies who have been negatively impacted by global competition; some funding is available under certain circumstances. The ETTC is a member of the Federal Laboratory Consortium and pioneered the use of Information Technology for business development, strategic planning, and management of technology commercialization, business assistance, commercial assessments, marketing, promotion and outreach. The ETTC Web based Commercial Assessment Process is used by several major universities in their technology transfer curriculum. For more information please visit www.wesrac.usc.edu.



CONNECTORY.COM AEROSPACE PORTAL



The Aerospace Portal will contain the capabilities and capacities of Aerospace Industry assets available in California, both public and private. This will permit a means to understand the economic, national security, and innovation impact of California's diverse and deep Aerospace assets resident in its national labs, research universities, and companies from large systems integrators through every level of the supply chain.

The aerospace portal is currently in development and will be accessible in late Summer 2008. The Aerospace Portal is made possible through Business, Transportation, and Housing investment through the California Space Authority contract. To be included in the aerospace portal, please send an email indicating your interest to randall.echevarria@californiaspaceauthority.org with "Aerospace Portal" as the subject line.

SUPPLIER TRANSFORMATION BROCHURE



In 2007 CSA and Raytheon co hosted a Supplier Transformation Forum, with support from the U.S. Department of Labor's Workforce Innovation in Regional Economic Development (WIRED) grant. The forum included participation from government agencies, primes and suppliers throughout the supply chain and specifically addressed the challenges and solutions facing major aerospace manufacturers in the 21st Century.



Forum content is summarized in the Supplier Innovation Initiative brochure which captures the 21st Century requirements, challenges, successes and resources facing aerospace suppliers. In addition, the Supplier Innovation Initiative brochure has a resource section that identifies more than a dozen different organizations that serve supplier interests, including some that can help identify training needs and training sources. The Supplier Innovation Initiative brochure is available on the California Innovation Corridor website at www.innovatecalifornia.net/documents/Supplier-Innovtn-Initiative.pdf.

We hope you will take advantage of these available resources to help transform your company to be more competitive in the 21st Century global economy.

For more information please contact 916.551.1543 or randall.echevarria@californiaspaceauthority.org.

